



# WALTER MURPHY

## MANAGING BROKER

### Principal

INDUSTRIAL REAL  
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## PARTIAL CLIENT LIST

- ▶ 36th & Kedzie Corp.
- ▶ Aztech Locknut
- ▶ Behr Paint
- ▶ Blackhawk Development
- ▶ Brennan Investment Group
- ▶ CenterPoint Properties
- ▶ Chevron
- ▶ Dutch & Associates
- ▶ Dynamic 3PL
- ▶ Entire Car Protection
- ▶ Exhibit Source, Inc.
- ▶ First Industrial
- ▶ General Motors Corp.
- ▶ Griffin Capital
- ▶ Jernberg Industries
- ▶ Jetson Midwest Mailers
- ▶ JMK / IIT
- ▶ Kohls
- ▶ Logistics Management
- ▶ Madison Partners Realty
- ▶ ML Realty Partners
- ▶ Mohawk Industries, Inc.
- ▶ Principal Financial Group
- ▶ ProLogis
- ▶ Prudential Insurance
- ▶ Schaaf Window
- ▶ TCB Development
- ▶ The Dober Group
- ▶ The Great Escape
- ▶ Ty, Inc.
- ▶ Vernon Development

## PROFILE

Walter Murphy has specialized in industrial real estate tenant representation, landlord representation, consolidations, acquisitions, dispositions, sale/leasebacks, consulting, investment sales and new construction since 1989. Clients have come to rely on Walter to evaluate their real estate holdings in an effort to maximize their cash flows based on a thorough understanding of specific business priorities. His dedication to the analysis of market trends, statistics, and global economics has resulted in the identification of numerous opportunities for many of Chicagoland's most successful entrepreneurs, institutional clients, and publicly-traded companies.

A true entrepreneur at heart, Walter is best known for consistently "pushing the pricing envelope" and substantially increasing the net worth of his clients within a minimum risk tolerance environment.

## CAREER SUMMARY

In 2008, Walter joined Lee & Associates of Illinois, LLC as a Principal in one of the top five industrial brokerage firms in the Chicago Metropolitan area. Prior to Lee, Walter had been with Cushman & Wakefield, where he was named Illinois' Number One industrial broker in 2003. His numerous merits quickly moved Walter to the position of Senior Director of Global Supply Chain Solutions where he was named among the Top 20 industrial brokers globally. Prior to Cushman & Wakefield, Walter served as Senior Vice President of the Industrial Advisory Group at Grubb & Ellis. During his eight-year tenure at Grubb & Ellis, Walter earned the coveted "Circle of Excellence" award (recognizing the top 100 brokers nationally) from 1997– 2000. His brokerage experience began in 1989 with Simborg Industrial Real Estate and Development, during which time he began mastering the use of IRB bonds, Tax Incremental Financing, and the use of creative partnerships to develop investment grade single-occupant facilities and master planned business parks in the metropolitan Chicago area.

### Notable Recent Transactions Include:

• Brennan Investment Group	600,000 SF	Seller Rep
• Confidential Buyer	600 Acres	Buyer Rep
• Dynamic 3PL	500,000 SF	Tenant Rep
• Midwest Industrial Funds	408,074 SF	Landlord Rep
• United Furniture	275,898 SF	Tenant Rep
• Liberty Furniture	246,300 SF	Tenant Rep
• M3	211,000 SF	Sale / Leaseback
• Jetson Midwest Mailers	180,863 SF	Tenant Rep
• Illinois Industrial Tool	166,092 SF	Tenant Rep
• LKQ Corporation	141,904 SF	Tenant Rep
• CN Railway	128,000 SF	Seller Rep
• Litetronics International	100,000 SF	Buyer Rep
• Faure Brothers Corporation	80,000 SF	Buyer Rep
• Condit Exhibits	80,000 SF	Tenant Rep
• Brand Safway	51,000 SF	Tenant Rep
• Brand Safway	65,000 SF	Tenant Rep

## EDUCATION

Walter has a Bachelor of Science in Finance from DePaul University in Chicago, Illinois. He is a member of The Association of Industrial Real Estate Brokers (AIRE) and The Council of Supply Chain Management Professionals. Walter is a licensed real estate broker in Illinois and Indiana.